

First Quarter Fact Sheet (Non-Consolidated)

For FY ending February 2015

Treasure Factory Co., Ltd (3093)

FY 2015
1Q

Corporate Profile (as of the end of May 2014)

Company Name :	Treasure Factory Co., Ltd.	Fiscal Year End :	End of February
Head Office :	3-32-6 Umejima, Adachi-ku, Tokyo 121-0816, Japan	President & CEO :	Eigo Nosaka
Phone :	+81-3-3880-8822 (Head Office)	Capital :	367 million yen
Foundation :	May 25th, 1995	Number of Employees :	388 (Note: This figure does not include part-time staff)

Q1 Business Analysis

	YE2014 1Q	YE2015 1Q	VS 2014 (%)
Net Sales	2,206	2,582	117.0%
Net Gross Operating Profit	1,474	1,722	116.9%
Selling, General, and Administrative Expenses	1,241	1,370	110.4%
Operating Income	232	351	151.5%
Ordinary Income	235	357	151.4%
Net Income	135	203	150.6%
Net Income per Share (JPY)	48.91	73.32	—

Q1 Balance Sheet

	YE2014 1Q	YE2015 1Q	YE2014
Total Assets	3,731	4,328	4,184
Total Liabilities	1,581	1,741	1,750
Total Net Assets	2,149	2,587	2,434
Equity Ratio (%)	57.6	59.7	58.2
ROE (%)	6.4	8.1	18.6
ROA (%)	3.7	4.8	10.8

Q1 Results for Existing Stores

	Results of existing stores
Sales compared with same period last year	108.6%
Gross Profit compared with the same period last year	108.8%
Gross Profit Margin (difference with the same period last year)	66.8%
Number of purchases compared with the same period last year	100.4%
Number of items sold compared with the same period last year	99.2%
Unit price per sales transaction (JPY) (difference with the same period last year (JPY))	3,081 267

Q1 Business Analysis

Sales for the whole company in the period under the review rose 17.0% year on year, and sales at existing stores (stores opened by the end of February 2013; the term "existing store" is defined in the same way throughout this document) showed strong growth and rose 8.6% year on year. The value of purchases rose 6.6% year on year for the whole company. Purchases from general customers rose 7.5% year on year for the whole company, with purchases at existing stores also favorable and growing 0.7% year on year.

As for the various product categories, sales of clothing and accessories rose 17.7% year on year, while sales of electrical appliances rose 26.2% year on year and sales of furniture rose 20.9% year on year. In particular, sales were good for electrical appliances and furniture with high unit sales prices.

Gross profit margin for the whole company fell 0.2 percentage points year on year to 66.7%, and that for existing stores increased 0.1 percentage points to 66.8%. The net operating profit margin of the whole company fell 0.1 percentage points year on year to 66.7%.

As for selling, general, and administrative (SG&A) expenses, the SG&A expense ratio fell 3.2 percentage points year on year to 53.1%. As a result, the operating profit margin increased 3.1 percentage points year on year to 13.6% and the ordinary profit margin increased 3.1 percentage points year on year to 13.8%.

Q1 Sales Performance by Business and Product

Products	Sales	Composition ratio	VS 2014 Q1 (%)
Household goods	223	8.7%	108.2%
Clothing & accessories	1,505	58.3%	117.7%
Electrical appliances	491	19.0%	126.2%
Furniture	220	8.5%	120.9%
Hobby-related products	118	4.6%	99.8%
Other products	1	0.1%	22.3%
Subtotal	2,561	99.2%	117.3%
Franchise business	4	0.2%	105.3%
Other business	17	0.6%	90.9%
Total	2,582	100.0%	117.0%

Business Results

	YE2011	YE2012	YE2013	YE2014	YE2015 (Forecast)
Net Sales	6,347	7,205	7,984	9,129	10,111
Operating Income	392	570	628	709	740
Ordinary Income	396	594	639	730	753
Net Income	219	295	371	417	436
Net Income per Share (JPY)	83.56	108.58	135.27	150.74	78.52
Net Assets per Share (JPY)	533.30	630.60	745.53	876.73	—
Recurring Profit Margin (%)	6.2	8.3	8.0	8.0	7.4

(Note)

A 2-for-1 split of common stock is scheduled to be instituted on September 1, 2014. Full-year net income per share is calculated taking into account the stock split.

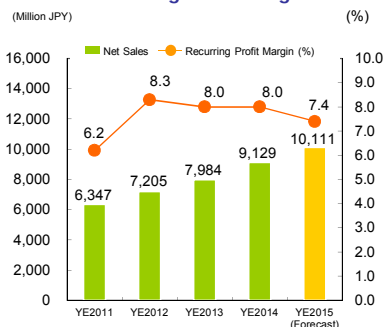
Dividend Data

Dividend Data	YE2013	YE2014	YE2015 (Forecast)
Annual Dividend per Share	17.0	20.0	11.0
Payout Ratio (%)	12.6	13.3	14.0
Dividend on Equity (%)	2.5	2.5	—

(Note)

A 2-for-1 split of common stock is scheduled to be instituted on September 1, 2014. The stated dividend amount for the fiscal year ending February 2015 (forecast) takes the stock split into account.

Sales & Recurring Profit Margin



Introduction of New Stores (March 2014 - May 2014)

1 general used merchandise "Treasure Factory" recycle shop and 1 used clothing/fashion accessories "Treasure Factory Style" recycle shop were launched.



Kishiwada Store opened
in March 2014



Togoshiginza Store opened
in May 2014



Total Number of Stores (as of the end of July 2014)

- Directly-managed stores : 72 stores
(49 general used merchandise recycle shops, 22 used clothing and fashion accessories recycle shops, 1 used clothing outlet shop)
- Franchise chain stores : 4 stores
(4 general used merchandise recycle shops)

Total of 76 Stores

Stock Data (as of the end of May 2014)

Number of Shares Issued: 2,776,600
Stock Exchange Listings: Tokyo Securities Exchange Mothers
Unit of Stock: 100
Public Listing: December 26th, 2007
Stock Code: 3093

Investor Relations (English)

<http://www.treasurefactory.co.jp/en>

Notes

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